

# Revised Copy CONTRACT GRIDS 6/98

Contract Type: NW PACK				
RJR Vol. Range	Description: Non Self-Service Pack			
	Level 1		Level 2	
	Plan	Rate	Plan	Rate
17-26	TNL1A	\$75	TNL2A	\$95
27-35	TNL1B	\$80	TNL2B	\$105
36-42	TNL1C	\$91	TNL2C	\$115
43-48	TNL1D	\$100	TNL2D	\$130
49-57	TNL1E	\$109	TNL2E	\$142
58-67	TNL1F	\$118	TNL2F	\$158
68-78	TNL1G	\$128	TNL2G	\$170
79-93	TNL1H	\$138	TNL2H	\$180
94-109	TNL1I	\$150	TNL2I	\$202
110-138	TNL1J	\$168	TNL2J	\$225
139-165	TNL1K	\$188	TNL2K	\$245
166-199	TNL1L	\$208	TNL2L	\$568
200-238	TNL1M	\$220	TNL2M	\$280
239-278	TNL1N	\$228	TNL2N	\$315
279-319	TNL1O	\$238	TNL2O	\$330
320-361	TNL1P	\$248	TNL2P	\$350
362+	TNL1Q	\$258	TNL2Q	\$372
<b>Enhancement Payment</b> Contract Type=NW PK EH Plan=MC Rate= \$1 - \$60 DM/KAM approval \$61 - \$99 RSM/AE approval \$100 + AVP approval				

Contract Type: NW PACK				
RJR Vol. Range	Description: Self-Service Pack			
	Level 1		Level 2	
	Plan	Rate	Plan	Rate
17-26	TSL1A	\$110	TSL2A	\$130
27-35	TSL1B	\$115	TSL2B	\$140
36-42	TSL1C	\$127	TSL2C	\$150
43-48	TSL1D	\$140	TSL2D	\$170
49-57	TSL1E	\$150	TSL2E	\$185
58-67	TSL1F	\$160	TSL2F	\$200
68-78	TSL1G	\$170	TSL2G	\$215
79-93	TSL1H	\$180	TSL2H	\$225
94-109	TSL1I	\$195	TSL2I	\$250
110-138	TSL1J	\$220	TSL2J	\$280
139-165	TSL1K	\$250	TSL2K	\$295
166-199	TSL1L	\$180	TSL2L	\$315
200-238	TSL1M	\$295	TSL2M	\$330
239-278	TSL1N	\$300	TSL2N	\$350
279-319	TSL1O	\$310	TSL2O	\$370
320-361	TSL1P	\$320	TSL2P	\$390
362+	TSL1Q	\$330	TSL2Q	\$415
<b>Enhancement Payment</b> Contract Type = NW PK EH Plan = MC Rate= \$1 - \$60 DM/KAM approval \$61 - \$99 RSM/AE approval \$100 + AVP approval				

Contract Type: NW PACK				
RJR Vol. Range	Description: Maximized Presence Pack			
	Level 1		Level 2	
	Plan	Rate	Plan	Rate
17-26	MXP1A	\$110	MXP2A	\$130
27-35	MXP1B	\$115	MXP2B	\$140
36-42	MXP1C	\$127	MXP2C	\$150
43-48	MXP1D	\$140	MXP2D	\$170
49-57	MXP1E	\$150	MXP2E	\$185
58-67	MXP1F	\$160	MXP2F	\$200
68-78	MXP1G	\$170	MXP2G	\$215
79-93	MXP1H	\$180	MXP2H	\$225
94-109	MXP1I	\$195	MXP2I	\$250
110-138	MXP1J	\$220	MXP2J	\$280
139-165	MXP1K	\$250	MXP2K	\$295
166-199	MXP1L	\$180	MXP2L	\$315
200-238	MXP1M	\$295	MXP2M	\$330
239-278	MXP1N	\$300	MXP2N	\$350
279-319	MXP1O	\$310	MXP2O	\$370
320-361	MXP1P	\$320	MXP2P	\$390
362+	MXP1Q	\$330	MXP2Q	\$415
<b>Enhancement Payment</b> Contract Type=NW PK EH Plan=MC Rate= \$1 - \$60 DM/KAM approval \$61 - \$99 RSM/AE approval \$100 + AVP approval				

Contract Type: NW PACK		
Description Metro Component		
	Plan	Rate
	MPO	\$1 - \$100

Partners Resource Plan		
Contract Type = PRP		
Plans	Retailer Qualifies For:	Matches Mkt. Plan
BASE5	5 weeks FP Discount/7 weeks Doral	L1
BASE6	6 weeks FP discounting with retailer match/7 weeks Doral	L1
FULL6	8 weeks FP discounting/ongoing Doral discounting	L2
FULL9	9 weeks FP discounting with retailer match/ongoing Doral discounting	L2
BONUS	10 weeks FP discounting and \$.50 per carton extra on 5 weeks FP business/ongoing Doral discounting	L2

51851 5471